



GOVERNMENT CONTRACT NEGOTIATIONS

FREE!

**A ONE DAY COURSE
DESIGNED FOR SMALL BUSINESSES**

Topics Include:

- When and How Negotiations are Used in Government Contracting
- The Rules Applicable to Government Contract Negotiations
- The Techniques and Skills Involved in Negotiations
- The Ways to Become a More Effective and Profitable Negotiator and Business Person
- Practical Examples and a Class Exercise

DATE: April 6, 2010

TIME: 8:30 am – 5 pm

LOCATION: SBA Illinois District Office

500 W Madison Street, Suite 1150

Chicago IL 60661-5688

*Free for 7(j) eligible businesses
to include 8(a) participants*

More Details and Registration at: <http://sbaworkshops.stoverteam.com>

**The U.S. Small Business Administration
Office of 8(a) Business Development
7(j) Management and Technical Assistance Program**

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